

Message Text

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PAGE 01 TEHRAN 00419 121048Z
ACTION PM-05

INFO OCT-01 NEA-10 ISO-00 SS-15 SP-02 NSC-05 CIAE-00
INR-07 NSAE-00 MCE-00 IGA-02 ACDA-12 AID-05 OMB-01
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FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC PRIORITY 6379
SECDEF WASHDC PRIORITY
INFO USCINCEUR

C O N F I D E N T I A L TEHRAN 0419

STATE FOR UNDER SECY FOR SY ASSISTANCE BENSON

PM FOR DIR GELB

DEFENSE FOR SECY BROWN, DEP SECY DUNCAN, ASST SECY FOR ISA MC
GIFFERT AND CJCS GEN BROWN

E.O. 11652: GDS
TAGS: MASS IR
SUBJ: INCENTIVES FOR CONTRACTORS TO WORK THEMSELVES OUT OF A JOB

1. I BELIEVE IT INCREASINGLY IMPORTANT TO REACH EARLIEST
AGREEMENT IN WASHINGTON AMONG RELEVANT AGENCIES ON SUBJECT.
THIS IS REINFORCED BY INTERNATIONAL SECURITY ASSISTANCE ACT
OF 1977 (PL 95-92) WHICH EMPHASIZES NEED FOR
ADVISORY AND TRAINING ASSISTANCE TO BE PROVIDED BY PERSONNEL
DETAILED FOR LIMITED PERIODS TO PERFORM SPECIFIC TASKS.
I RECOGNIZE THAT THAT REQUIREMENT COVERS OFFICIAL US
PERSONNEL. AT THE SAME TIME, HOWEVER, CONGRESSIONAL
INTENT THAT TOTAL NUMBERS OF AMERICANS (OFFICIAL AND

UNOFFICIAL), SHOULD BE AS SMALL AS POSSIBLE, AND
THAT WHATEVER THE NUMBER PERSONNEL SHOULD BE HERE FOR
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LIMITED PERIODS OF TIME WITH FIXED TERMINATION TERMS SEEMS CLEAR.
THIS IS BORNE OUT BY FOCUS OF RECENT STAFFDELS AND CODELS HERE IN
THE NUMBERS OF AMERICAN CONTRACTOR PERSONNEL IN IRAN
AND WHETHER THERE IS ANY END IN SIGHT.

2. THE PERFECT TIME TO START WITH INCENTIVE CON-
TRACTS ACROSS THE BOARD, AS STRESSED IN REFTTEL, IS

WITH THE THREE MAJOR CONTRACTS WITH BELL COVERING THE IRANIAN ARMY AVIATION PROGRAM. WHEN I WAS IN WASHINGTON IN NOVEMBER THE PRES OF BHI CALLED ON ME AND SHOWED ME SOME CHARTS WHICH INVOLVE AN UPCURVE THROUGH 1981, AND THEN GO ON INDEFINITELY. I HAVE DIRECTED THAT INTENSIVE ADDITIONAL EFFORTS BE MADE BY ALL CONCERNED ON THE US SIDE TO GET THE BELL PROGRAM IN SOME ORDERLY SHAPE JUST AS QUICKLY AS POSSIBLE. I HAVE MADE THIS GOAL CLEAR TO BELL, AND EMPHASIZED THAT I EXPECT THEM TO APPLY AN INTENSIVE EFFORT TOWARDS THAT END ALSO. THE GOI IS AWARE OF THE DIFFICULTIES FOR WHICH THEY ARE IN PART RESPONSIBLE), AND ARE ALSO WORKING TO MAKE THIS A TRULY JOINT EFFORT TO TURN THIS PROGRAM AROUND.

3. I UNDERSTAND THERE MAY BE SOME RESISTANCE IN SOME QUARTERS IN WASHINGTON TO THE INCENTIVE CONTRACT APPROACH. FRANKLY, I FIND THIS RATHER INCREDIBLE. I BELIEVE THAT WE MUST UTILIZE EVERY POSSIBLE MANAGEMNT TOOL IN A TOTAL EFFORT TOWARDS PUTTING OUR SECURITY ASSISTANCE ACTIVITIES ON THE SOUNDEST AND MOST SENSIBLE BASIS. IF WE DO NOT WE MAY HAVE, FOR EXAMPLE, A CONGRESS UNDERTAKING TO DO IT FOR US THROUGH LEGISLATION THAT COULD MAKE IT HARDER FOR THE EXECUTIVE BRANCH TO DO THE SECURITY ASSISTANCE JOB.
SULLIVAN

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